



WE HELP YOU MAKE IT®

Q2 Fiscal Year 2023 Results

August 10, 2023

Disclaimer Page

Cautionary Statements Regarding Forward-Looking Information

Statements in this presentation which are not historical in nature are “forward-looking statements” within the meaning of the federal securities laws. These statements often include words such as “believe,” “expect,” “project,” “anticipate,” “intend,” “plan,” “outlook,” “estimate,” “target,” “seek,” “will,” “may,” “would,” “should,” “could,” “forecast,” “mission,” “strive,” “more,” “goal,” or similar expressions (although not all forward-looking statements may contain such words) and are based upon various assumptions and our experience in the industry, as well as historical trends, current conditions, and expected future developments. However, you should understand that these statements are not guarantees of performance or results and there are a number of risks, uncertainties and other important factors, many of which are beyond our control, that could cause our actual results to differ materially from those expressed in the forward-looking statements, including, among others: economic factors affecting consumer confidence and discretionary spending and reducing the consumption of food prepared away from home; cost inflation/deflation and commodity volatility; competition; reliance on third party suppliers and interruption of product supply or increases in product costs; changes in our relationships with customers and group purchasing organizations; our ability to increase or maintain the highest margin portions of our business; achievement of expected benefits from cost savings initiatives; increases in fuel costs; changes in consumer eating habits; cost and pricing structures; the impact of climate change or related legal, regulatory or market measures; impairment charges for goodwill, indefinite-lived intangible assets or other long-lived assets; the impact of governmental regulations; product recalls and product liability claims; our reputation in the industry; labor relations and increased labor costs and continued access to qualified and diverse labor; indebtedness and restrictions under agreements governing our indebtedness; interest rate increases; the replacement of LIBOR with an alternative reference rate; disruption of existing technologies and implementation of new technologies; cybersecurity incidents and other technology disruptions; risks associated with intellectual property, including potential infringement; effective integration of acquired businesses; potential costs associated with shareholder activism; changes in tax laws and regulations and resolution of tax disputes; certain provisions in our governing documents; health and safety risks to our associates and related losses; adverse judgments or settlements resulting from litigation; extreme weather conditions, natural disasters and other catastrophic events; and management of retirement benefits and pension obligations.


For a detailed discussion of these risks, uncertainties and other factors that could cause our actual results to differ materially from those anticipated or expressed in any forward-looking statements, see the section entitled “Risk Factors” in our Annual Report on Form 10-K for the fiscal year ended December 31, 2022. Additional risks and uncertainties are discussed from time to time in current, quarterly and annual reports filed by the Company with the SEC, which are available on the SEC’s website at www.sec.gov. Additionally, we operate in a highly competitive and rapidly changing environment; new risks and uncertainties may emerge from time to time, and it is not possible to predict all risks nor identify all uncertainties. The forward-looking statements contained in this presentation speak only as of the date of this presentation and are based on information and estimates available to us at this time. We undertake no obligation to update or revise any forward-looking statements, except as may be required by law.

Non-GAAP Financial Measures

We report our financial results in accordance with U.S. generally accepted accounting principles (“GAAP”). However, this presentation includes the following non-GAAP financial measures: Adjusted Gross profit, Adjusted Operating expenses, EBITDA, Adjusted EBITDA, Adjusted EBITDA margin, Adjusted Net income, Adjusted Diluted Earnings Per Share (EPS), Net Debt and Net Leverage Ratio. These non-GAAP financial measures exclude the impact of certain items and, therefore, have not been calculated in accordance with GAAP. We caution readers that our definition of these non-GAAP financial measures may not be calculated in the same manner as similar measures used by other companies. Reconciliations of these non-GAAP financial measures to the most comparable GAAP financial measures are included in the Appendix to this presentation.

Please note that the Company is not providing a reconciliation of certain forward-looking non-GAAP financial measures, including Adjusted EBITDA and Adjusted Diluted EPS, because the Company is unable to predict with reasonable certainty the financial impact of certain significant items, including restructuring costs and asset impairment charges, share-based compensation expenses, non-cash impacts of LIFO reserve adjustments, losses on extinguishments of debt, business transformation costs, other gains and losses, business acquisitions and integration related costs, and diluted earnings per share. These items are uncertain, depend on various factors, and could have a material impact on GAAP reported results for the guidance period. For the same reasons, the Company is unable to address the significance of the unavailable information, which could be material to future results.

Execution of Strategic Priorities and Long-Range Plan Initiatives Drove Strong Q2 2023 Results

- 
- 1 Drove record Adjusted EBITDA via continued progress across profitable growth and margin expansion Long-Range Plan initiatives**
 - 2 Delivered healthy volume growth in each of our target customer types and drove meaningful improvement in operating leverage**
 - 3 Accelerated cash flow generation and deployed toward investment in the business, debt paydown and share repurchases**

OUR STRATEGY
GREAT FOOD. MADE EASY.™



CULTURE

EMBRACE THE US FOODS® CULTURE

SAFE

**SUPPORTIVE
RESPONSIBLE**



SERVICE

DELIVER WORLD-CLASS SERVICE

RELIABLE

**EFFICIENT
EASY-TO-USE**



GROWTH

GROW MARKET SHARE

TARGET

**DIFFERENTIATE
BE FRESH**



PROFIT

EXPAND EBITDA MARGIN

MARGIN

**PRODUCTIVITY
OPTIMIZATION**

OUR STRATEGY GREAT FOOD. MADE EASY.™



CULTURE

EMBRACE THE US FOODS® CULTURE

SAFE: Always keep our people safe and embrace a path to zero accidents and injuries

SUPPORTIVE: Champion a diverse and inclusive work environment for all; foster employee engagement; attract world-class talent

RESPONSIBLE: Be environmentally and socially conscious



GREAT FOOD. MADE EASY.™

OUR STRATEGY

GREAT FOOD. MADE EASY.™



SERVICE

DELIVER WORLD-CLASS SERVICE

RELIABLE: Ensure best-in-class delivery: on-time and in full

EFFICIENT: Drive routing transformation and logistics management; increase replenishment effectiveness

EASY-TO-USE: Create best-in-class experiences for the customer powered by digital and omni-channel capabilities



Deliver Service Excellence

- Customer service levels in line with pre-Covid levels as team focuses on lower performing product vendors
- Further reduced routing mileage and increased cases per mile
- MOXē transition for local customers largely complete and beginning national transition; enhancements continue to maintain digital leadership



Continued Progress to Deliver Strong Financial Results



Delivered Strong Financial Results

- Grew total case volume 3%, led by growth in independents, healthcare and hospitality
- Grew Adjusted EBITDA 17% to a new quarterly record
- Expanded Adjusted EBITDA margin 60 bps



Expanded Industry Leading Customer Experience Position

- Continued market share gains with independent restaurants for ninth consecutive quarter
- Largely completed next gen customer digital platform (MOXē) rollout to local customers; readying for national customer deployment
- Expanded VITALS toolset usage to bring added value to customers by helping them more effectively manage overall costs



Continued Supply Chain Excellence Progress

- Significantly improved safety results
- Continued improvement in productivity and turnover
- Sustained positive results from flexible scheduling; rolled out to additional pilot markets and readying for broader H2 deployment



Delivered on Capital Allocation Priorities

- Reduced net leverage to 3.0x; debt upgraded by credit rating agencies
- Pre-paid \$60 million of term loan and reduced floating rate exposure via \$450 million interest rate caps
- Repurchased \$166 million in shares
- Acquired Renzi Foodservice in Q3



Q2 FY 2023 Financial Review

Dirk Locascio
Chief Financial Officer

Delivered Strong Earnings Growth and Margin Expansion

| | Q2 2023 | B/(W) vs Q2 2022 |
|---|---------|---------------------|
| Total Organic Case Volume | | +2.7% |
| IND Organic Case Volume⁽¹⁾ | | +4.8% |
| Net Sales (\$millions) | \$9,013 | +2.1% |
| Adjusted EBITDA⁽²⁾ (\$millions) | \$432 | +17.4% |
| Adjusted EBITDA Margin⁽²⁾ | 4.8% | +60 bps |
| Adjusted Diluted EPS⁽²⁾ | \$0.79 | +17.9% |

(1) Independent restaurant case growth was negatively impacted by approximately 70 basis points for Q2'23 from slower growth in CHEF'STORE due to system conversion challenges, which are largely resolved. Broadline independent restaurant case growth for Q2'23 was 5.5%.

(2) Reconciliations of these non-GAAP measures are provided in the Appendix

OUR STRATEGY

GREAT FOOD. MADE EASY.™



GROWTH

GROW MARKET SHARE

TARGET: Grow market share with independent restaurants, health care, hospitality and targeted tuck-in acquisitions

DIFFERENTIATE: Capitalize on our food innovations, team-based selling and value added services

BE FRESH: Improve our capabilities and drive share in produce and COP



Grow Profitable Market Share

- On track to exceed 1.5x restaurant market growth for FY 2023
- Gained IND market share for ninth consecutive quarter enabled by technology and service model advantages
- Continued customer mix improvement with stronger growth in target customer types
- Built upon strong Healthcare and Hospitality new business pipeline



OUR STRATEGY

GREAT FOOD. MADE EASY.™



PROFIT

EXPAND EBITDA MARGIN

MARGIN: Expand through EB growth, strategic vendor management and pricing initiatives

PRODUCTIVITY: Embrace continuous improvement and drive 3-5% annual gains

OPTIMIZATION: Enhance indirect spend management

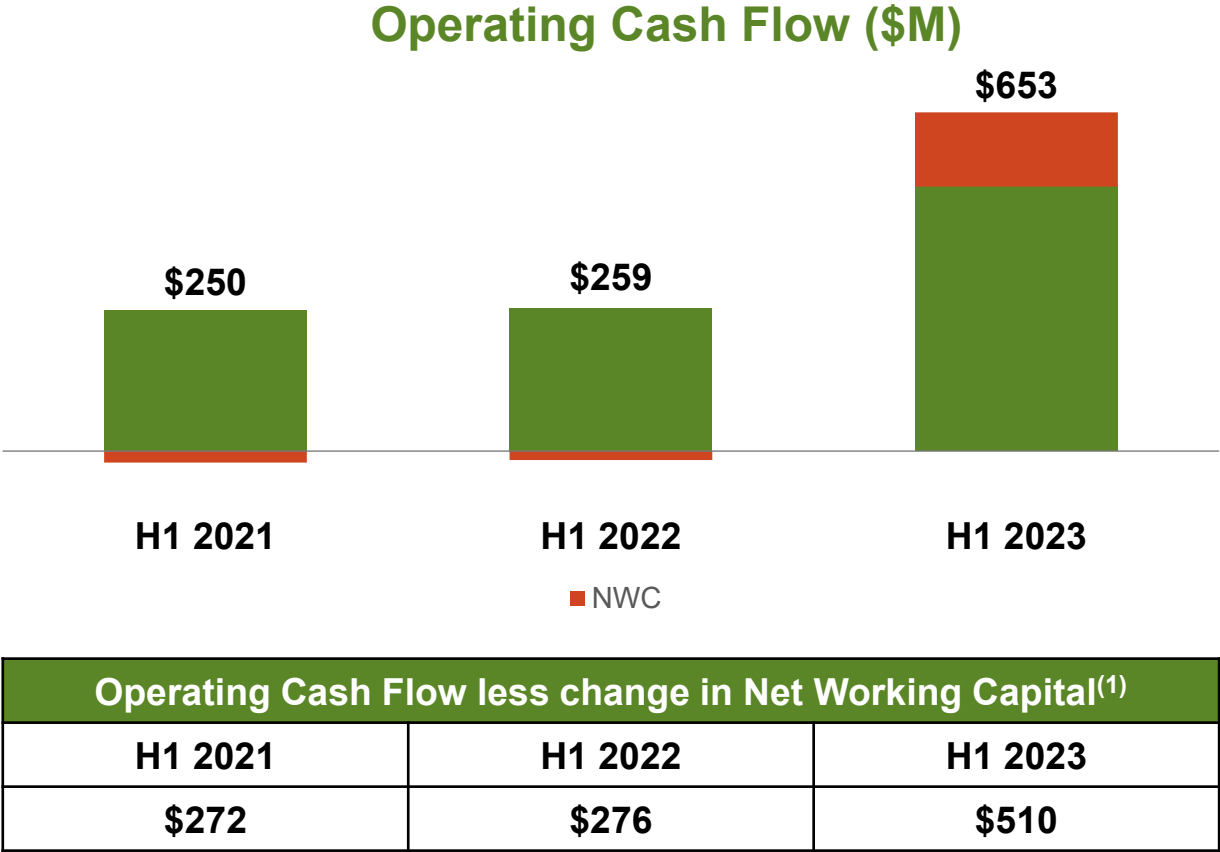


Further Optimize EBITDA Margin

- Effectively managing pricing through commodity volatility
- Continued COGS improvement via vendor collaboration
- Continuing progress in Supply Chain productivity and turnover; flex scheduling progressing as further enabler
- Indirect spend work expected to begin value creation later in 2023



Strong Operating Cash Flow Creates Flexibility to Deploy Capital Strategically to Enable Growth and Strengthen Capital Structure

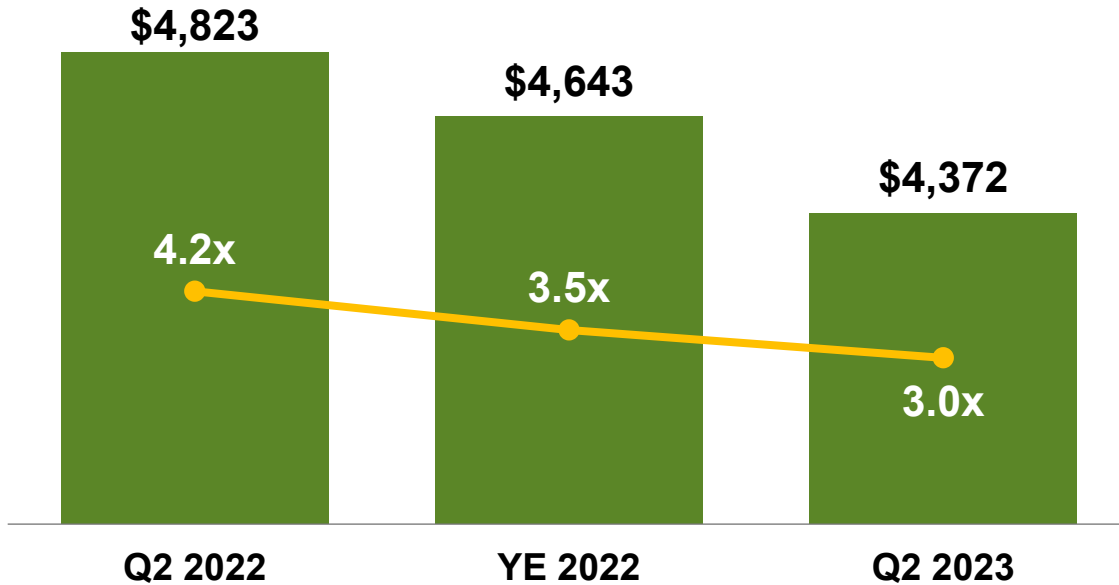


- ### Capital Allocation Priorities
- 1 Invest in the business
 - 2 Reduce leverage to target range
 - 3 Return capital to shareholders
 - 4 Pursue accretive tuck-in M&A

(1) Net Working Capital (NWC) defined as changes in operating assets and liabilities as shown in the Consolidated Statements of Cash Flows

Further Strengthened Capital Structure Through Reduced Leverage

Net Debt (\$M) and Net Leverage⁽¹⁾



0.5x Net Leverage Ratio Reduction vs YE 2022

Strong Progress Toward Long-Term Leverage Range

- Reached top of 2.5 – 3.0x net leverage target range with further progress expected
- Leverage progress from a combination of debt reduction and earnings growth
- Continuous prioritization on debt paydown; \$125 million of pre-pays on Term Loans in H1 2023
- No debt maturities until 2025
- Leverage reduction in parallel with share repurchases and early Q3 tuck-in acquisition

(1) Reconciliations of these non-GAAP measures are provided in the Appendix

Updated Fiscal 2023 Guidance

| | Prior Guidance (as of February 16, 2023) | Updated Guidance (as of August 10, 2023) |
|---|---|---|
| Volume | Restaurants: ~1.5x market All other: ~1x market ⁽¹⁾ | Restaurants: ~1.5x market All other: ~1x market ⁽¹⁾ |
| Adjusted EBITDA⁽²⁾ | \$1.45B – \$1.51B | \$1.51B – \$1.54B |
| Adjusted Diluted EPS⁽²⁾ | \$2.45 – \$2.65 | \$2.55 – \$2.65 |
| Total CapEx⁽³⁾ | \$410M – \$430M | \$410M – \$430M |
| Net Leverage⁽²⁾ | Below 3.0x by year-end | Below 3.0x by year-end |
| Interest Expense | \$310M – \$325M | \$320M – \$325M |

(1) Market as measured by Technomic

(2) Non-GAAP financial measures. Refer to the Disclaimer Page on slide 2 for information about forward-looking non-GAAP measures

(3) Total CapEx consists of \$290 million – \$310 million of cash capital expenditures and ~\$120 million of capital expenditures under our fleet financing leases

Invest With US Foods

- 
- A background image showing several chefs in white uniforms and hats working in a professional kitchen. They are focused on their tasks, with one chef in the foreground pouring something from a large metal pot. The image is slightly faded to allow the text to be the primary focus.
- 1** Leader in a highly fragmented industry with national scale across purposefully selected target customer types
 - 2** Sustainable competitive advantages to drive market outperformance; well-positioned to win in any macro environment
 - 3** Executing Long-Range Plan initiatives to drive growth and profitability, enabling further strengthening of capital structure
 - 4** Expanding digital innovation capabilities for customers through proprietary MOXē e-commerce tool
 - 5** Continued strengthening of financial results and balance sheet provide flexibility for long-term growth and a focus on delivering compounded shareholder value

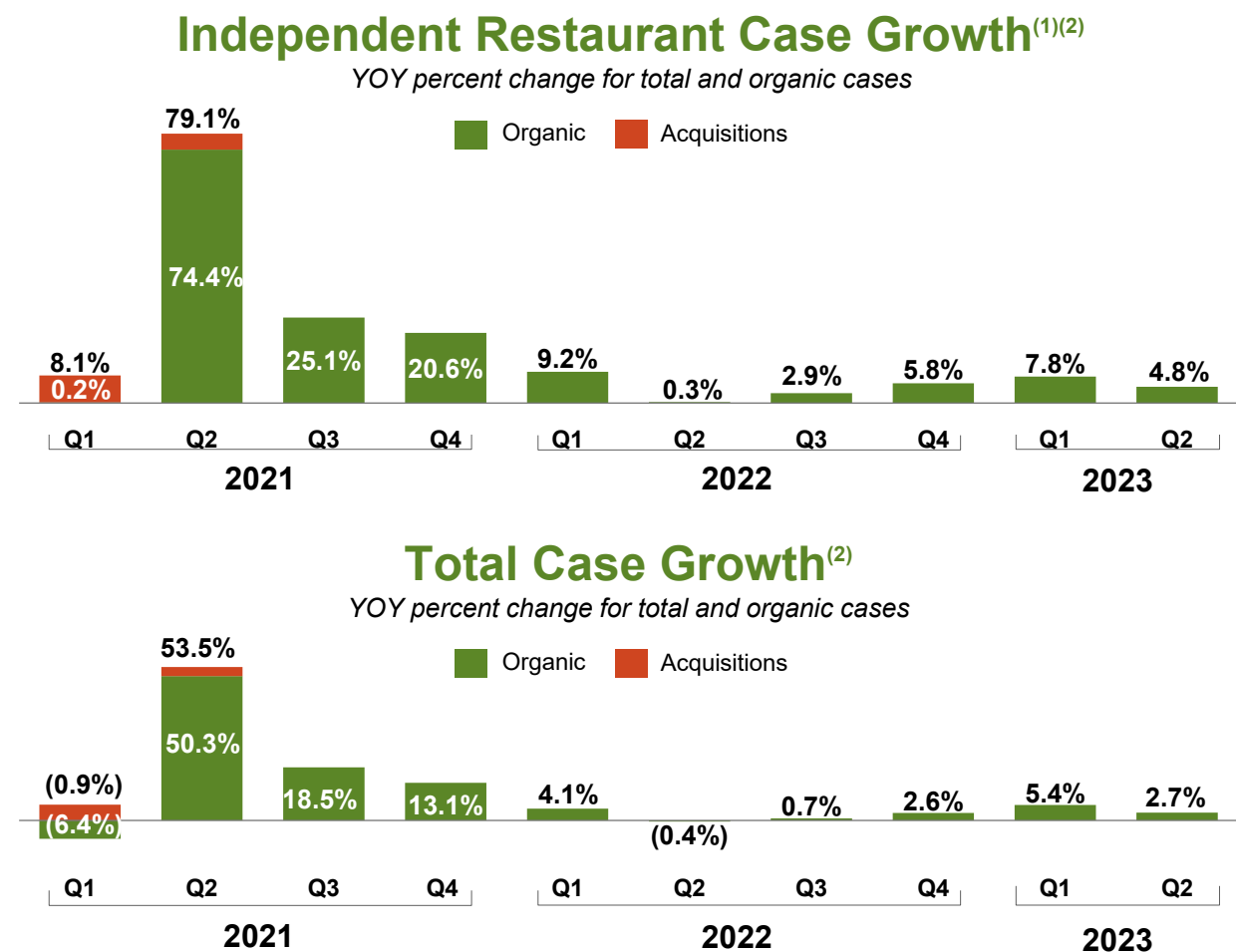
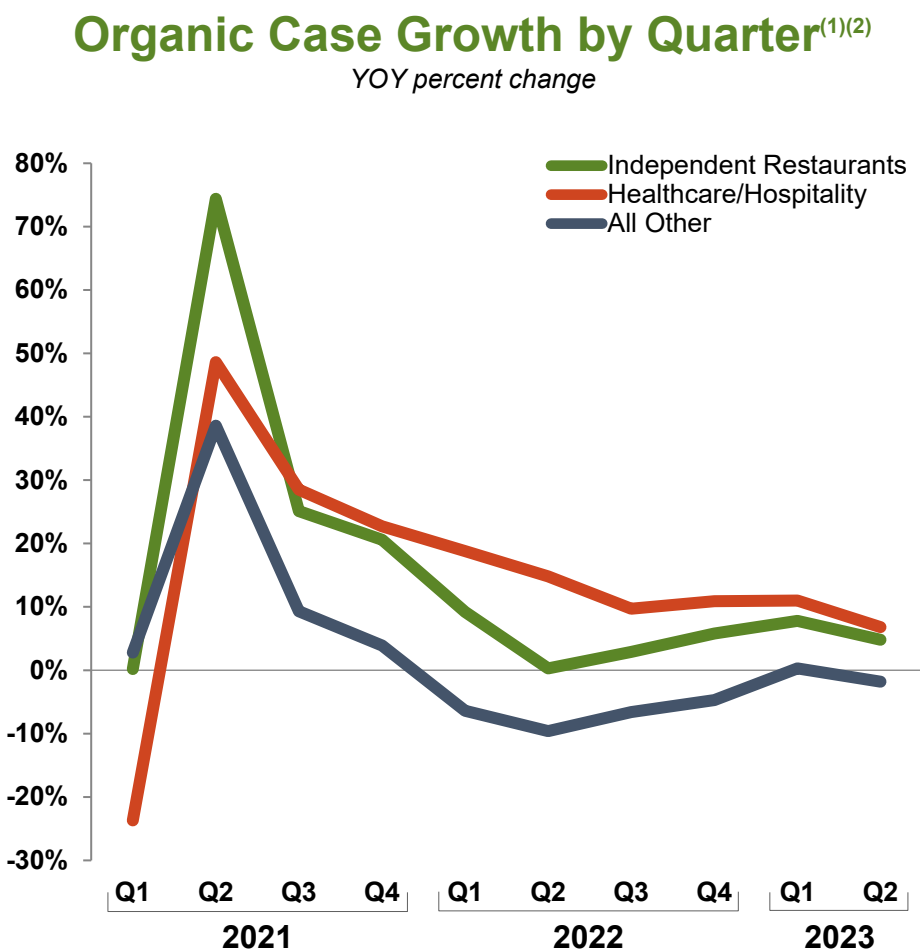


Appendix:

Q2 Fiscal 2023 Summary

Non-GAAP Reconciliations

Quarterly Case Volume Trend vs. Prior Year



(1) Independent restaurant case growth was negatively impacted by approximately 70 basis points for Q2'23 from slower growth in CHEF'STORE due to system conversion challenges, which are largely resolved. Broadline independent restaurant case growth for Q2'23 was 5.5%.

(2) Case volume results exclude the impact of the 53rd week in the fourth quarter of fiscal 2020 and fiscal 2021.



US Foods Debt Summary

| \$ Millions | Maturity | Interest Terms | Interest Rate as of July 1, 2023 | Carrying Value as of July 1, 2023 | Carrying Value as of January 1, 2023 |
|--|--------------------|----------------|----------------------------------|-----------------------------------|--------------------------------------|
| ABL Facility | December 7, 2027 | | - | - | - |
| 2019 Incremental Term Loan Facility (net of \$14 and \$19 of unamortized deferred financing costs, respectively) | September 13, 2026 | SOFR + 2.11% | 7.22% | 1,170 | 1,232 |
| 2021 Incremental Term Loan Facility (net of \$4 and \$6 of unamortized deferred financing costs, respectively) | November 22, 2028 | SOFR + 2.86% | 7.97% | 717 | 786 |
| Total Floating Rate Debt | | | | 1,887 | 2,018 |
| Secured Senior Notes due 2025 (net of \$5 and \$7 of unamortized deferred financing costs, respectively) | April 15, 2025 | | 6.25% | 995 | 993 |
| Unsecured Senior Notes due 2029 (net of \$7 and \$7 of unamortized deferred financing costs, respectively) | February 15, 2029 | | 4.75% | 893 | 893 |
| Unsecured Senior Notes due 2030 (net of \$4 and \$4 of unamortized deferred financing costs, respectively) | June 1, 2030 | | 4.625% | 496 | 496 |
| Obligations under financing leases | 2023-2040 | | 1.26%-8.31% | 472 | 446 |
| Other Debt | January 1, 2031 | | 5.75% | 8 | 8 |
| Total Fixed Rate | | | | 2,864 | 2,836 |
| Total Debt | | | | 4,751 | 4,854 |
| Less: Cash | | | | (379) | (211) |
| Net Debt⁽¹⁾ | | | | 4,372 | 4,643 |
| Net Leverage Ratio⁽¹⁾ | | | | 3.0x | 3.5x |
| % Floating Rate⁽²⁾ | | | | 31% | 42% |

(1) Reconciliations of these non-GAAP measures are provided in this Appendix

(2) Floating Rate % includes the impact of interest rate caps

(3) The Company's maximum exposure to the variable component of interest will be 5% on the notional amount covered by interest rate caps

- Net leverage expected to be below 3.0x by year-end
- Repaid \$71M and \$66M on 2019 and 2021 Incremental Term Loan Facilities in Q1 and Q2 2023 respectively
- SOFR was 5.10% as of July 1, 2023
- 2-year 5% interest rate caps on \$450M of notional value against term loans⁽³⁾
- A 100 bps increase in SOFR would result in ~\$15M additional interest expense and (\$0.04) reduction in Adjusted Diluted EPS⁽¹⁾

Second Quarter Financial Performance

| | Reported (unaudited) | | | Adjusted ⁽¹⁾ (unaudited) | | |
|---|-------------------------|--------------|---------|--|--------------|---------|
| | 13 Weeks Ended | | | 13 Weeks Ended | | |
| (\$ in millions, except per share data) | July 1, 2023 | July 2, 2022 | Change | July 1, 2023 | July 2, 2022 | Change |
| Case Growth | | | 2.7% | | | |
| Net Sales | 9,013 | 8,827 | 2.1% | | | |
| Gross Profit | 1,591 | 1,383 | 15.0% | 1,576 | 1,448 | 8.8% |
| % of Net Sales | 17.7% | 15.7% | 200 bps | 17.5% | 16.4% | 110 bps |
| Operating Expenses | 1,269 | 1,233 | 2.9% | 1,146 | 1,085 | 5.6% |
| % of Net Sales | 14.1% | 14.0% | 10 bps | 12.7% | 12.3% | 40 bps |
| Net Income | 182 | 70 | 160.0% | 199 | 169 | 17.8% |
| Diluted EPS ⁽²⁾ | \$0.73 | \$0.27 | 170.4% | \$0.79 | \$0.67 | 17.9% |
| Adjusted EBITDA | | | | 432 | 368 | 17.4% |
| Adjusted EBITDA Margin ⁽³⁾ | | | | 4.8% | 4.2% | 60 bps |

Note: Figures may not foot due to rounding

1. Reconciliations of these non-GAAP measures are provided in this Appendix.
2. GAAP Diluted EPS calculated using net income available to common shareholders. Adjusted Diluted EPS is calculated as Adjusted net income divided by Non-GAAP weighted average diluted shares outstanding.
3. Represents Adjusted EBITDA as a percentage of Net Sales.

Year to Date Financial Performance

| | Reported (unaudited) | | | Adjusted ⁽¹⁾ (unaudited) | | |
|---|-------------------------|--------------|----------|--|--------------|--------|
| | 26 Weeks Ended | | | 26 Weeks Ended | | |
| (\$ in millions, except per share data) | July 1, 2023 | July 2, 2022 | Change | July 1, 2023 | July 2, 2022 | Change |
| Case Growth | | | 4.0% | | | |
| Net Sales | 17,555 | 16,625 | 5.6% | | | |
| Gross Profit | 3,016 | 2,578 | 17.0% | 3,021 | 2,715 | 11.3% |
| % of Net Sales | 17.2% | 15.5% | 170 bps | 17.2% | 16.3% | 90 bps |
| Operating Expenses | 2,507 | 2,394 | 4.7% | 2,255 | 2,117 | 6.5% |
| % of Net Sales | 14.3% | 14.4% | (10) bps | 12.8% | 12.7% | 10 bps |
| Net Income | 264 | 63 | 319.0% | 324 | 249 | 30.1% |
| Diluted EPS ⁽²⁾ | \$1.05 | \$0.20 | 425.0% | \$1.29 | \$0.99 | 30.3% |
| Adjusted EBITDA | | | | 769 | 609 | 26.3% |
| Adjusted EBITDA Margin ⁽³⁾ | | | | 4.4% | 3.7% | 70 bps |

Note: Figures may not foot due to rounding

1. Reconciliations of these non-GAAP measures are provided in this Appendix.
2. GAAP Diluted EPS calculated using net income available to common shareholders. Adjusted Diluted EPS is calculated as Adjusted net income divided by Non-GAAP weighted average diluted shares outstanding.
3. Represents Adjusted EBITDA as a percentage of Net Sales.

Non-GAAP Reconciliation - Adjusted Gross Profit and Adjusted Operating Expenses

(\$ in millions)

Gross profit (GAAP)

LIFO reserve change ⁽¹⁾

Adjusted Gross profit (Non-GAAP)

Operating expenses (GAAP)

Adjustments:

Depreciation expense

Amortization expense

Share-based compensation expense ⁽²⁾

Business transformation costs ⁽³⁾

COVID-19 other related expenses ⁽⁴⁾

Business acquisition and integration related costs and other ⁽⁵⁾

Adjusted Operating expenses (Non-GAAP)

| 13 Weeks Ended (unaudited) | | 26 Weeks Ended (unaudited) | |
|-------------------------------|--------------|-------------------------------|--------------|
| July 1, 2023 | July 2, 2022 | July 1, 2023 | July 2, 2022 |
| \$1,591 | \$1,383 | \$3,016 | \$2,578 |
| (15) | 65 | 5 | 137 |
| \$1,576 | \$1,448 | \$3,021 | \$2,715 |
| \$1,269 | \$1,233 | \$2,507 | \$2,394 |
| (84) | (81) | (171) | (159) |
| (11) | (11) | (22) | (22) |
| (14) | (9) | (28) | (21) |
| (3) | (15) | (7) | (29) |
| — | (2) | — | (2) |
| (11) | (30) | (24) | (44) |
| \$1,146 | \$1,085 | \$2,255 | \$2,117 |

(1)-(5) footnotes located on next slide

Non-GAAP Reconciliation - Adjusted Gross Profit and Adjusted Operating Expenses

1. Represents the non-cash impact of LIFO reserve adjustments.
2. Share-based compensation expense for expected vesting of stock awards and employee stock purchase plan.
3. Transformational costs represent non-recurring expenses prior to formal launch of strategic projects with anticipated long-term benefits to the Company. These costs generally relate to third party consulting and non-capitalizable construction or technology. For the 13 weeks and 26 weeks ended July 1, 2023, business transformation costs related to projects associated with information technology infrastructure initiatives. For the 13 weeks and 26 weeks ended July 2, 2022, business transformation costs consist of new facility openings, supply chain strategy improvements, and information technology infrastructure initiatives.
4. Includes COVID-19 related costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.
5. Includes: (i) aggregate acquisition and integration related costs of \$11 million and \$6 million for the 13 weeks ended July 1, 2023 and July 2, 2022, respectively and \$21 million and \$12 million for the 26 weeks ended July 1, 2023 and July 2, 2022, respectively; (ii) CEO sign on bonus of \$3 million for the 26 weeks ended July 1, 2023 (iii) contested proxy and related legal and consulting costs of \$14 million for the 13 weeks ended July 2, 2022, and \$21 million for the 26 weeks ended July 2, 2022, respectively; and (iv) CEO severance for \$5 million for the 13 and 26 weeks ended July 2, 2022 and (v) other gains, losses or costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.

Non-GAAP Reconciliation - Adjusted EBITDA and Adjusted Net Income

(\$ in millions)

Net income available to common shareholders (GAAP)

Series A Preferred Stock Dividends

Net income (GAAP)

Interest expense—net

Income tax provision

Depreciation expense

Amortization expense

EBITDA (Non-GAAP)

Adjustments:

Share-based compensation expense ⁽¹⁾

LIFO reserve charge ⁽²⁾

Business transformation costs ⁽³⁾

COVID-19 other related expenses ⁽⁴⁾

Business acquisition and integration related costs and other ⁽⁵⁾

Adjusted EBITDA (Non-GAAP)

Adjusted EBITDA (Non-GAAP)

Depreciation expense

Interest expense—net

Income tax provision, as adjusted ⁽⁶⁾

Adjusted net income (Non-GAAP)

| | 13 Weeks Ended (unaudited) | | 26 Weeks Ended (unaudited) | |
|---|-------------------------------|--------------|-------------------------------|--------------|
| | July 1, 2023 | July 2, 2022 | July 1, 2023 | July 2, 2022 |
| Net income available to common shareholders (GAAP) | \$182 | \$61 | \$257 | \$45 |
| Series A Preferred Stock Dividends | — | (9) | (7) | (18) |
| Net income (GAAP) | 182 | 70 | 264 | 63 |
| Interest expense—net | 82 | 60 | 163 | 115 |
| Income tax provision | 60 | 25 | 85 | 17 |
| Depreciation expense | 84 | 81 | 171 | 159 |
| Amortization expense | 11 | 11 | 22 | 22 |
| EBITDA (Non-GAAP) | \$419 | \$247 | \$705 | \$376 |
| Adjustments: | | | | |
| Share-based compensation expense ⁽¹⁾ | 14 | 9 | 28 | 21 |
| LIFO reserve charge ⁽²⁾ | (15) | 65 | 5 | 137 |
| Business transformation costs ⁽³⁾ | 3 | 15 | 7 | 29 |
| COVID-19 other related expenses ⁽⁴⁾ | — | 2 | — | 2 |
| Business acquisition and integration related costs and other ⁽⁵⁾ | 11 | 30 | 24 | 44 |
| Adjusted EBITDA (Non-GAAP) | \$432 | \$368 | \$769 | \$609 |
| Adjusted EBITDA (Non-GAAP) | \$432 | \$368 | \$769 | \$609 |
| Depreciation expense | (84) | (81) | (171) | (159) |
| Interest expense—net | (82) | (60) | (163) | (115) |
| Income tax provision, as adjusted ⁽⁶⁾ | (67) | (58) | (111) | (86) |
| Adjusted net income (Non-GAAP) | \$199 | \$169 | \$324 | \$249 |

(1)-(6) footnotes located on next slide

Non-GAAP Reconciliation - Adjusted EBITDA and Adjusted Net Income

1. Share-based compensation expense for expected vesting of stock awards and employee stock purchase plan.
2. Represents the non-cash impact of LIFO reserve adjustments.
3. Transformational costs represent non-recurring expenses prior to formal launch of strategic projects with anticipated long-term benefits to the Company. These costs generally relate to third party consulting and non-capitalizable construction or technology. For the 13 weeks and 26 weeks ended July 1, 2023, business transformation costs related to projects associated with information technology infrastructure initiatives. For the 13 weeks and 26 weeks ended July 2, 2022, business transformation costs consist of new facility openings, supply chain strategy improvements, and information technology infrastructure initiatives.
4. Includes COVID-19 related costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.
5. Includes: (i) aggregate acquisition and integration related costs of \$11 million and \$6 million for the 13 weeks ended July 1, 2023 and July 2, 2022, respectively and \$21 million and \$12 million for the 26 weeks ended July 1, 2023 and July 2, 2022, respectively; (ii) CEO sign on bonus of \$3 million for the 26 weeks ended July 1, 2023 (iii) contested proxy and related legal and consulting costs of \$14 million for the 13 weeks ended July 2, 2022, and \$21 million for the 26 weeks ended July 2, 2022, respectively; and (iv) CEO severance for \$5 million for the 13 and 26 weeks ended July 2, 2022 and (v) other gains, losses or costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.
6. Represents our income tax provision adjusted for the tax effect of pre-tax items excluded from Adjusted net income and the removal of applicable discrete tax items. Applicable discrete tax items include changes in tax laws or rates, changes related to prior year unrecognized tax benefits, discrete changes in valuation allowances, and excess tax benefits associated with share-based compensation. The tax effect of pre-tax items excluded from Adjusted net income is computed using a statutory tax rate after taking into account the impact of permanent differences and valuation allowances.

Non-GAAP Reconciliation - Adjusted Diluted Earnings Per Share (EPS)

| | 13 Weeks Ended (unaudited) | | 26 Weeks Ended (unaudited) | |
|--|-------------------------------|--------------------|-------------------------------|--------------------|
| | July 1, 2023 | July 2, 2022 | July 1, 2023 | July 2, 2022 |
| Diluted EPS (GAAP) | \$0.73 | \$0.27 | \$1.05 | \$0.20 |
| Share-based compensation expense ⁽¹⁾ | 0.06 | 0.04 | 0.11 | 0.08 |
| LIFO reserve charge ⁽²⁾ | (0.06) | 0.26 | 0.02 | 0.55 |
| Business transformation costs ⁽³⁾ | 0.01 | 0.06 | 0.03 | 0.12 |
| COVID-19 other related expenses ⁽⁴⁾ | — | 0.01 | — | 0.01 |
| Business acquisition and integration related costs and other ⁽⁵⁾ | 0.04 | 0.12 | 0.10 | 0.18 |
| Income tax provision, as adjusted ⁽⁶⁾ | 0.01 | (0.09) | (0.02) | (0.15) |
| Adjusted Diluted EPS (Non-GAAP) ⁽⁷⁾ | \$ 0.79 | \$ 0.67 | \$ 1.29 | \$ 0.99 |
| Weighted-average diluted shares outstanding (Non-GAAP) ⁽⁸⁾ | 250,991,512 | 250,908,286 | 251,389,602 | 251,120,642 |

(1)-(8) footnotes located on next slide

Non-GAAP Reconciliation - Adjusted Diluted Earnings Per Share (EPS)

1. Share-based compensation expense for expected vesting of stock awards and employee stock purchase plan.
2. Represents the non-cash impact of LIFO reserve adjustments.
3. Transformational costs represent non-recurring expenses prior to formal launch of strategic projects with anticipated long-term benefits to the Company. These costs generally relate to third party consulting and non-capitalizable construction or technology. For the 13 weeks and 26 weeks ended July 1, 2023, business transformation costs related to projects associated with information technology infrastructure initiatives. For the 13 weeks and 26 weeks ended July 2, 2022, business transformation costs consist of new facility openings, supply chain strategy improvements, and information technology infrastructure initiatives.
4. Includes COVID-19 related costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.
5. Includes: (i) aggregate acquisition and integration related costs of \$11 million and \$6 million for the 13 weeks ended July 1, 2023 and July 2, 2022, respectively and \$21 million and \$12 million for the 26 weeks ended July 1, 2023 and July 2, 2022, respectively; (ii) CEO sign on bonus of \$3 million for the 26 weeks ended July 1, 2023 (iii) contested proxy and related legal and consulting costs of \$14 million for the 13 weeks ended July 2, 2022, and \$21 million for the 26 weeks ended July 2, 2022, respectively; and (iv) CEO severance for \$5 million for the 13 and 26 weeks ended July 2, 2022 and (v) other gains, losses or costs that we are permitted to addback for purposes of calculating Adjusted EBITDA under certain agreements governing our indebtedness.
6. Represents our income tax provision adjusted for the tax effect of pre-tax items excluded from Adjusted net income and the removal of applicable discrete tax items. Applicable discrete tax items include changes in tax laws or rates, changes related to prior year unrecognized tax benefits, discrete changes in valuation allowances, and excess tax benefits associated with share-based compensation. The tax effect of pre-tax items excluded from Adjusted net income is computed using a statutory tax rate after taking into account the impact of permanent differences and valuation allowances.
7. Adjusted Diluted EPS is calculated as Adjusted net income divided by weighted average diluted shares outstanding (Non-GAAP).
8. For purposes of the Adjusted Diluted EPS calculation (Non-GAAP), when the Company has net income (GAAP), weighted average diluted shares outstanding (Non-GAAP) is used and assumes conversion of the Series A convertible preferred stock, and, when the Company has net loss (GAAP) and assumed conversion of the Series A convertible preferred stock would be antidilutive, weighted-average diluted shares outstanding (GAAP) is used.

Non-GAAP Reconciliation - Net Debt and Net Leverage Ratios

(\$ in millions, except ratios)

| | (unaudited) | | |
|--|----------------|-------------------|----------------|
| | July 1, 2023 | December 31, 2022 | July 2, 2022 |
| Total Debt (GAAP) | \$4,751 | \$4,854 | \$5,020 |
| Cash, cash equivalents and restricted cash | (379) | (211) | (197) |
| Net Debt (Non-GAAP) | \$4,372 | \$4,643 | \$4,823 |
| Adjusted EBITDA ⁽¹⁾ | \$1,470 | \$1,310 | \$1,161 |
| Net Leverage Ratio ⁽²⁾ | 3.0 | 3.5 | 4.2 |

(1) Trailing Twelve Months (TTM) Adjusted EBITDA

(2) Net debt / TTM Adjusted EBITDA

